

Message Text

UNCLASSIFIED

PAGE 01 KARACH 02067 190747Z

17

ACTION COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 /018 W

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R 190704Z SEPN75

FM AMCONSKL KARACHI

TO SECSTATE WUSHDC 9222

INFO AMEMBASSY ISLAMABAD

AMCONSUL LAHORE

UNCLAS KARACHI 2067

E.O. 11652: N/A

TAGS: BEXP, PK

SUBJ: SUPPLY OF PIPE FOR PAK ARAB REFINERY

REF: A. KARACHI A-27

B. KARACHI A-29

C. KARACHI A-30

D. KARUCHI 736

1. WE HAVE JUST LEARNED OF A TENDER INVITATION ISSUED EARLY SEPTEMBER FOR THE SUPPLY OF APPROXIMATELY 110,000 METRIC TONS OF STEEP PIPE FOR THE PROPOSED PIPELINE DESCRIBED REF A. TENDERS WERE ORIGINALLY REQUIRED TO BE SUBMITTED IN KARACHI BY DEADLINE OF SEPTEMBER 15.

2. WE CONTACTED EXECUTIVE OF PAK ARAB REFINERY LTD. (PARCO) AND WERE TOLD THAT TENDER INVITATIONS WERE SENT DIRECTLY TO ABOUT 50 POTENTIAL FOREIGN SUPPLIERS INCLUDING FOLLOWING 7 AMERICAN FIRMS: U.S. STEEP CORP., ARMCO STEEL CORP., BETHLEHEM STEEL CORP., COLORADO FUEL AND IRON CORP. LTD., YOUNGSTOWN SHEET AND TUBE CO., REPUBLIC STEEL CORP., AND KAISER STEEL CORP. THE PARCO EXECUTIVE ALSO SAID THAT THE DEADLINE FOR BID SUBMISSION HAS NOW BEEN EXTENDED UP TO 5:00 P.M. KARACHI TIME. OCTOBER 15. BIDS WILL BE OPENED AT 10:00 A.M. OCTOBER 16. HE SAID PARCO HAD CABLED ALL RECIPIENTS OF INVITATION TO TENDER ADVISING OF EXTENSION OF DEADLINE.

3. COMMENTS: IT APPEARS TOO LATE TO DISSEMINATE THIS
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INFORMATION TO ALL POTENTIAL AMERICAN SUPPLIERS, HOWEVER
COMMERCE MAY WANT TO CONTACT THE 7 AMERICAN FIRMS LISTED ABOVE
TO PROVIDE THEM WITH BACKGROUND INFORMATION ON THE PAK ARAB
PROJECT CONTAINED REFERENCED AIRGRAMS AND TO ENCOURAGE
AMERICAN FIRMS TO PURSUE THIS MAJOR POTENTIAL EXPORT
OPPORTUNITY.
ROSSELOT

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NNN

*** Current Handling Restrictions *** n/a

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